

VERMONT ECONOMIC DEVELOPMENT AUTHORITY

Minutes

December 15, 2023

A meeting of the Vermont Economic Development Authority (VEDA) convened on December 15, 2023 beginning at 9:30 a.m. Members present via video conferencing: T. Foster, Chair; C. Carpenter; E. Delhagen (designee for J. Tierney); D. Marvin; J. Goldstein (designee for L. Kurrle); K. Hale; M. Pieciak; P. Elwell; R. Shippee; S. Voigt and T. Gallagher. Staff present via video conferencing: C. Polhemus, Chief Executive Officer; P. Samson, Chief Lending Officer; T. Richardson, Chief Financial Officer; R. Grzankowski, Chief Operations Officer; C. Houchens, Chief Risk and Resource Officer; S. Isham, Director of Agricultural Lending; A. Wood, Deputy Director of Agricultural Lending; S. Croft, Deputy Director of Commercial Lending; J. Emens-Butler, Director of Closing; M. Dussault, Commercial Loan Officer and A. Wright, Executive Assistant and Facilities Manager. Staff joining the meeting later via video conferencing: E. Denny, Commercial Loan Officer. Those Members present constituted a quorum.

CEO's Report

C. Polhemus opened her report noting proposed changes to the VACC statute to reflect evolving trends and to assist in filling financing gaps in the agricultural sector. The proposed changes will be presented during the upcoming legislative session.

At 9:35 a.m. E. Denny joined the meeting via video conferencing.

Next, C. Polhemus provided an update on the SSBCI funding and explained that VCET, one of four awardees for the venture capital program funding, has decided to not accept its SSBCI award. J. Goldstein recommended VEDA and the state re-issue the RFP to solicit interest from venture capital fund managers for the SSBCI funds previously awarded.

C. Polhemus informed Members of conversations with State Treasurer on ideas for creating a loan fund for climate mitigation and resiliency projects. This fund would ideally address the difficult projects that are not able to attract funding from traditional sources.

C. Polhemus closed her report by updating Members with ongoing conversations with ACCD on a potential VEDA / Vermont Employment Growth Incentive (VEGI) program. This new program would provide cash incentives up front for small businesses that meet eligibility criteria and would be structured as a forgivable loan. The proposed program, if it moves forward, requires legislative approval.

Member Area Review

J. Goldstein provided an update on the Business Emergency Gap Assistance Program (BEGAP). Over 500 applicants for \$20 million, with actual damages exceeding that. Several task forces for flood recovery meet weekly to discuss needs and options for disaster recovery.

T. Gallagher updated Members on the recently approved ALCO Policy changes, noting the change incorporated VEDA's policy for loan loss reserves calculations.

Consent Agenda

Approval Item

1. Minutes of October 27, 2023 Annual Meeting
2. Minutes of October 27, 2023 Regular Meeting
3. Audited Financial Statements
4. Resolution to Borrow

Informational Items

5. Board Loan Committee – Approvals

Name	Town	Program	Loan Amount
NEK Community Broadband	St. Johnsbury	Subchapter 5	\$1,821,304
Spear Street Solar, LLC	Burlington	Com Energy	Loan 1: \$676,292 Loan 2: \$500,000

6. Staff Authority – Loan Approval

Name	Town	Program	Loan Amount
Windham Solar LLC	Windham	Com Energy	\$140,000

7. Staff Authority – Other Business
8. Staff Authority – Other Affiliate Programs – Loan Approval
9. Staff Authority – Other Affiliate Programs – Other Business

On a motion by J. Goldstein, seconded by R. Shippee, the Minutes of the October 27, 2023 VEDA Annual and Regular Meetings, Audited Financial Statements and Resolution to Borrow

were approved as presented to those Members of the Authority present by a vote of 10 to 0 with the Chair abstaining.

VERMONT ECONOMIC DEVELOPMENT AUTHORITY

Resolution

WHEREAS, Vermont Economic Development Authority (“the Authority”) was approved by the State of Vermont for a \$5,000,000 borrowing under the Local Area Investment Committee 10% in Vermont Program to finance the Vergennes Village expansion project;

NOW THEREFORE BE IT RESOLVED, the Authority is authorized to incur debt in the amount of \$5,000,000 payable to the State of Vermont, with repayment over a period of 10 years. I, Secretary of Vermont Economic Development Authority, do hereby certify that the above is a true and correct copy of a resolution adopted at the meeting of the Board of Directors of Vermont Economic Development Authority on December 15, 2023, at which a quorum was present and voted.

SEAL

Secretary

Board Financial Summary

T. Richardson presented his financial report, explaining Net Operating Income before fair value adjustment for investments through October 31, 2023 of \$585.2 thousand was unfavorable to budget by \$510.6 thousand. Net Interest Income of \$1,983.9 thousand was unfavorable to budget by \$291.6 thousand. Other income of \$158.4 thousand was unfavorable to budget by \$27.1 thousand.

There being no other business to properly come before the Authority, on a motion by K. Hale, seconded by S. Voigt, the meeting adjourned at 10:48 a.m.

ATTEST:

Vermont Economic Development Authority

By: _____
Cassandra F. Polhemus, Chief Executive Officer

VERMONT AGRICULTURAL CREDIT CORPORATION

Minutes

December 15, 2023

A Meeting of the Vermont Agricultural Credit Corporation (VACC) convened on December 15, 2023, beginning at 10:20 a.m. Directors present: T. Foster, Chair; C. Carpenter; E. Delhagen (designee for J. Tierney); D. Marvin; J. Goldstein (designee for L. Kurrle); K. Hale; M. Pieciak; P. Elwell; R. Shippee; S. Voigt and T. Gallagher. Staff present: C. Polhemus, President; P. Samson, Vice President; T. Richardson, Treasurer; S. Isham, Secretary; R. Grzankowski, Assistant Secretary; J. Emens-Butler, Assistant Secretary; C. Houchens, Chief Risk and Resource Officer; S. Croft, Deputy Director of Commercial Lending; A. Wood, Deputy Director of Agricultural Lending; Senior Commercial Loan Officers: E. Denny and M. Dussault and A. Wright, Executive Assistant and Facilities Manager. Those Directors present constituted a quorum.

Consent Agenda

Approval Item

1. Minutes of October 27, 2023

Informational Items

2. Board Loan Committee – Approval

Name	Town	Loan Amount
Heffernan, Brian F.	Starksboro	Loan 1: \$653,250 Loan 2: \$ 85,000

3. Staff Authority – Loan Approvals

Name	Town	Loan Amount
Borderline Harvesting, LLC and Rainville, Paul A.	Swanton	\$81,877
Squier Family Farm LLC; Squier, Josha L. and Meadow J.	Tinmouth	\$32,000
Head Over Fields LLC; Seward, Katharine Rose and Bryan A.	Charlotte	\$450,000
Hamilton Cattle Company L.L.C. and Hamilton, James R.	Brandon	Loan 1: \$55,000 Loan 2: \$60,000
Larson, Richard R. and Cynthia J.	Wells	\$190,000

VACC Minutes – December 15, 2023

Boyden Events, LLC and Boyden, Laura A.	Cambridge	\$199,000
Michael & Lawrence Quesnel, LLC; Quesnel, Michael F. and Quesnel, Lawrence L.	Whiting	\$100,000
Bouchard Family Dairy, LLC; Bouchard, Gregory P. and Jennifer M.	Franklin	\$184,500

4. Staff Authority – Other Business

On a motion by C. Carpenter, seconded by P. Elwell, the Minutes of the VACC October 27, 2023 meeting were approved as presented to the Directors of the Corporation present by a vote of 10 to 0 with the Chair abstaining.

Agricultural Update

T. Foster indicated that crops have been harvested and that corn yields in Addison County were about half of what the area produced in normal years.

There being no other business to properly come before the Corporation, on a motion by J. Goldstein, seconded by P. Elwell, the meeting adjourned at 10:24 a.m.

ATTEST:

Vermont Agricultural Credit Corporation

By: _____
Sarah C. Isham, Secretary

VERMONT 504 CORPORATION

Minutes

December 15, 2023

A meeting of the Vermont 504 Corporation convened on December 15, 2023 beginning at 10:25 a.m. Directors of the Corporation present via video conferencing: C. Carpenter; E. Delhagen (designee for J. Tierney); D. Marvin; J. Goldstein (designee for L. Kurrle); K. Hale; M. Pieciak; P. Elwell; R. Shippee; S. Voigt; T. Foster and T. Gallagher. Staff present via video conferencing: C. Polhemus, President; P. Samson, Vice President; T. Richardson, Treasurer; S. Croft, Secretary; R. Grzankowski, Assistant Secretary; J. Emens-Butler, Assistant Secretary; C. Houchens, Chief Risk and Resource Officer; S. Isham, Director of Agricultural Lending; A. Wood, Deputy Director of Agricultural Lending; Senior Commercial Loan Officers: E. Denny and M. Dussault and A. Wright, Executive Assistant and Facilities Manager. Those Directors present constituted a quorum.

C. Polhemus chaired the meeting.

Consent Agenda

Approval Item

1. Minutes of October 27, 2023
2. Audited Financial Statements

Informational Items

3. SBA 504 Loan Review Report
4. Staff Authority – CA Other Business

On a motion by S. Voigt, seconded by J. Goldstein, the Minutes of the October 27, 2023 Vermont 504 Corporation meeting and the Audited Financial Statements were approved as presented by those Directors of the Corporation present by a vote of 11 to 0.

There being no other business to properly come before the Corporation, on a motion by S. Voigt, seconded by P. Elwell, the meeting adjourned at 10:26 a.m.

ATTEST:

Vermont 504 Corporation

By: _____
Sandra Croft, Secretary

DRAFT

VERMONT SMALL BUSINESS DEVELOPMENT CORP.

Minutes

December 15, 2023

A meeting of the Vermont Small Business Development Corp. (VSBDC) convened on December 15, 2023 beginning at 10:27 a.m. Directors of the Corporation present via video conferencing: C. Carpenter; E. Delhagen (designee for J. Tierney); D. Marvin; K. Hale; P. Elwell; R. Shippee; J. Goldstein (designee for L. Kurrle); M. Pieciak; S. Voigt; T. Foster and T. Gallagher. Staff present via video conferencing: C. Polhemus, President; P. Samson, Vice President; T. Richardson, Treasurer; S. Croft, Secretary; R. Grzankowski, Assistant Secretary; J. Emens-Butler, Assistant Secretary; C. Houchens, Chief Risk and Resource Officer; S. Isham, Director of Agricultural Lending; A. Wood, Deputy Director of Agricultural Lending; Senior Commercial Loan Officers: E. Denny and M. Dussault and A. Wright, Executive Assistant and Facilities Manager. Those Directors present constituted a quorum.

C. Polhemus chaired the meeting.

Consent Agenda

Approval Item

1. Minutes of October 27, 2023 Meeting

Informational Items

2. Staff Authority – Loan Approvals

Name	Town	Loan Amount
J. Fowler Realty LLC Cannonball Splash Corp	Rutland & Poultney	\$288,800
J. Fowler Realty LLC Cannonball Splash Corp	Rutland & Poultney	\$141,200
Deep Analytics LLC	Montpelier	\$125,000
275 Hill Street, LLC Sweet Vermont Treats, LLC	Barre	\$75,680
Steppers Early Learning Center Inc.	Burlington	\$240,800
The Dorset Equine Rescue Inc	Rupert	\$145,000
Johnson Realty LLC N.U. Beverage, LLC	Johnson	\$225,000

3. Staff Authority – Other Business

On a motion by P. Elwell, seconded by T. Foster, the Minutes of the October 27, 2023 VSBDC meeting were approved as presented to those Directors of the Corporation present by a vote of 11 to 0.

There being no other business to properly come before the Corporation on a motion by K. Hale, seconded by R. Shippee, the meeting adjourned at 10:28 a.m.

ATTEST:

Vermont Small Business Development Corp.

By: _____
Sandra Croft, Secretary